Sheryl P. Walter Declassified/Released US Department of State EO Systematic Review 20 Mar 2014

Message Text

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PAGE 01 PARIS 15801 190914Z
ACTION EUR-12

INFO OCT-01 ISO-00 EB-08 OPIC-06 /027 W
----------034863 200443Z /73
R 181516Z MAY 78
FM AMEMBASSY PARIS
TO SECSTATE WASHDC 1719
INFO AMEMBASSY LONDON
USDOC WASHDC

UNCLAS PARIS 15801

E.O. 11652: N/A
TAGS: ECIN, FR
SUBJECT: POTENTIAL JOINT VENTURE WITH ALSTHOM-ATLANTIQUE (A-A)

REF: LONDON 07325

1. PER REFTEL WE CONTACTED JEAN MARTIN-GOUSSET TO DISCUSS POTENTIAL FOR COOPERATION WITH U.S. FIRMS. ALSTHOM'S MAIN INTEREST AND MARTIN-GOUSSET'S SPECIFIC TASK IS TO DIVERSIFY THE FIRM'S ACTIVITIES, ESPECIALLY IN THE SHIPBUILDING SECTOR, TO ABSORB UNEMPLOYMENT AND AVOID LAY-OFFS.

2. ALSTHOM IS WELL ALONG, FOR EXAMPLE, IN NEGOTIATIONS WITH GRUMMAN INTERNATIONAL TO PRODUCE SHIPPING CONTAINERS IN FRANCE. HOWEVER, MARTIN-GOUSSET WAS LESS ABLE TO SPECIFY OTHER AREAS FOR POTENTIAL COOPERATION. A-A HAS BEEN EXPLORING NEW SOURCES AND TECHNOLOGIES IN THE ENERGY FIELD, AS WELL AS INDUSTRIAL POLLUTION CONTROL.

3. HE DOES HAVE A CLEAR IDEA OF THE KIND OF COOPERATION ENVISAGED. HE STRESSED THAT A-A IS LOOKING FOR MORE THAN LICENSING AGREEMENTS. THEY SEEK
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PARTNERS WILLING TO WORK FROM "POINT ZERO" TO EXPLOIT NEW TECHNOLOGIES TAKING ADVANTAGE OF A-A'S VAST RANGE OF FACILITIES. IDEALLY THIS WOULD INVOLVE SMALL TO MEDIUM SIZED U.S. FIRMS DEALING IN ADVANCED TECHNOLOGIES.

4. POST WOULD APPRECIATE SUGGESTIONS FROM THE MAJOR

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PROJECTS DIVISION REGARDING POTENTIAL PARTNERS FOR SUCH
LABOR INTENSIVE PROJECTS IN THE ENERGY AND POLLUTION
CONTROL FIELDS.
HARTMAN

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NNN

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 jan 1994
Channel Indicators: n/a
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Control Number: n/a
Copy: SINGLE
Draft Date: 18 may 1978
Decaption Date: 01 jan 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 jan 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
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ISecure: 1
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Litigation History:
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Message ID: 2fc4309b-c288-dd11-92da-001cc4696bcc
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